## Massachusetts Guaranteed Issue Nongroup Membership as of December 31, 2001

Nongroup Membership	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
нмо	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end
Total	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year
s of 12/31/2000	1,5	90	517 1,6	46 50	3,563	313	1,030	586	9,341	34	4,559	2,409	2,712	2,232	30
ls of 12/31/2001	1,5*	.29	530 1,6	59 65	3,625	282	999	564	9,128	44	4,228	2,404	2,503	2,222	21
		7													
CHANGE 12/31/00 to 12/31/01		(61)	13	23 15	62	(31)	(31)	(22	(213)	10	(331)	(5	(209)	(10	
Nongroup Membership	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hamoden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
PREFERRED PROVIDER	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end
Total	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year	of the calendar year
As of 12/31/2000	24	248	71 1	18 113	371	51	90		1,004	129	427	256	212	177	
As of 12/31/2001	21	.54	65 1	59 107	367	45	82	70	1,101	114	471	249	240	196	
		7													
CHANGE 12/31/00 to 12/31/01		6	(6)	11 (6)	(4)	(6)	(8)	1	97	(15	44	(7	28	19	
													Suffolk	Worcester	Massachusetts
Nongroup Membership	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth			
Nongroup Membership MEDICAL	Barnstable Members at the end	Berkshire Members at the end	Bristol Members at the end	Dukes Members at the end	Essex Members at the end	Franklin Members at the end	Hampden Members at the end	Hampshire Members at the end	Middlesex Members at the end	Nantucket Members at the end	Nortoix Members at the end	Members at the end	Members at the end	Members at the end	Members at the end
Nongroup Membership MEDICAL Total													Members at the end of the calendar year		Members at the end of the calendar year
Nongroup Membership MEDICAL Total	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end		Members at the end	of the calendar year
Nongroup Membership	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end		Members at the end	
Nongroup Membership MEDICAL Total s of 1231/2000	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end	Members at the end		Members at the end	of the calendar year

	MA	MA	MA	12/31/2000	12/31/2001	Percentage
HMO Total	Members	Members	MEMBER	MARKET	MARKET	Change
	as of 12/31/00	as of 12/31/01	DIFFERENCE	SHARE	SHARE	-
etna US Healthcare Inc.	164	269	105	0.5%	0.8%	
lue Cross and Blue Shield of MA, Inc. (HMO Blue - Alt. Plan)	12,629	15,961	3,332	37.2%	47.9%	10
lue Cross and Blue Shield of MA, Inc. (HMO Blue - Std. Plan)	NA.	484	484	0.0%	1.5%	
IGNA HealthCare of Massachusetts, Inc.	97	267	170	0.3%	0.8%	0
ommunity Health Plan	171	0	(171)	0.5%	0.0%	-0
allon Community Health Plan, Inc.	1,145	933		3.4%	2.8%	-0
arvard Pilgrim Health Care, Inc. (Std. Plan)	14,016	2,333	(11,683)	41.3%	7.0%	-34
arvard Pligrim Health Care, Inc. (At. Plan)	NA.	7,241	7,241	0.0%	21.7%	21
ealth New England, Inc.	832	848	16	2.4%	2.5%	0
ufts Associated HMO, Inc.	1.427	1.335	(92)	4.2%	4.0%	-0
nited HealthCare of New England, Inc.	101	121	20	0.3%	0.4%	0
MO Total	30.582	29.792	(790)	90.0%	89.4%	-0
AU Total	30,582	29,792	(790)	90.0%	89.4%	-0
Nongroup Membership	MA	MA	MA	12/31/2000	12/31/2001	Percentage
PREFERRED PROVIDER	Members	Members	MEMBER	MARKET	MARKET	Change
Total	as of 12/01/00	as of 12/31/01	DESERVE	SHARE	SHARE	
etna Life Insurance Company	14	16	2	0.0%	0.0%	0
ue Cross and Blue Shield of MA. Inc.	3.313	3.455	142	9.8%	10.4%	0
The) Guardian Life Insurance Company of America	6	13	7	0.0%	0.0%	0
ohn Alden Life Insurance Company			0	0.0%	0.0%	
ew England Life Insurance Company	· · · · · · · · · · · · · · · · · · ·			0.0%	0.0%	
nited HealthCare Insurance Company	32	35	3	0.1%	0.1%	
		-	_		*****	
elerred Provider Total	3,366	3,520	154	9.9%	10.6%	(
Nongroup Membership	MA	MA	MA	12/31/2000	12/31/2001	Percentage
MEDICAL Total	Members	Members	MEMBER	MARKET	MARKET	Change
MEDICAL TOTAL	as of 12/31/00	as of 12/31/01	DEFERENCE	SHARE	SHARE	Change
etna Life Insurance Company	as of 12/31/00	at 81 12/31/01	DIFFERENCE			
etha Life Insurance Company erber Life Insurance Company			(1)	0.0%	0.0%	
erber Life Insurance Company The) Guardian Life Insurance Company of America	3	3		0.0%		
The) Guardian Life Insurance Company of America ohn Alden Life Insurance Company	2	2			0.0%	
				0.0%	0.0%	
nn Alden Life Insurance Company				0.0%	0.0%	
he) MEGA Life and Health Insurance Company	0					
he) MEGA Life and Health Insurance Company	0		0	0.0%	0.0%	
he) MEGA Life and Health Insurance Company w England Life Insurance Company w York Life Insurance Company York Life Insurance Company	0 0 2	0	0 (2)	0.0%	0.0%	
In Nutrin Use Institutions Series Company we linguish Life Series Company we finguish Life Series Company we York Life Instrume Company we York Life Instrume Company we want to Instrume Company we want to Instrume Company	0 0 2 10	0 0 13	0 (2) 3			

\*Represents memberably in guaranteed issue recognizing health plans subject to M.D.L. c. 1784 excluding memberabing in guaranteed issue health plans subject only on a group conversion basis (planes are separate report to this information).

\*Beginning November 1, 2001, carries were permitted to offer an inhamine guaranteed loave health plan in addition to the standard guaranteed issue health plan. Blue Cross and Blue Sheld off Massachuseth, lice, and Harvadd Pligrin Health Care, loc, differed the noted plans on 111/101.

\*Mantenably 16 New Soc. Like Societation is the built of before in the fact.

Membership	As of	As of		12/31/2000	12/31/2001	Percentage
Totals	12/31/2000	12/31/2001	CHANGE	MRKT SHARE	MRKT SHARE	Change
HMO	30,582	29,792	(790)	90.0%	89.4%	-0.7
Pref Provider	3,366	3,520	154	9.9%	10.6%	0.7
Medica	18	18	0	0.1%	0.1%	0.0
Totals	22,055	22 220	(626)			